

Message Text

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UNCLAS ROME 11923

DEPARTMENT ALSO PLEASE PASS IRS

E.O. 11652: N/A
TAGS: BEXP, BTRA, IT, US
SUBJECT: FOREIGN BUYER PROGRAM: NICOLA CAJANO, SOCIETA GENERALE
D'INFORMFORMATICA (COMPUTER TAX REGISTER)

REF.: (ALL 1976) A) ROME 18019 B) USDOC 19511 C) ROME 19863
D) USDOC 21252 E) ROME 20337

1. SOCIETA GENERALE D'INFORMATICA, ROME, HAS INFORMED EMBASSY THAT DEPUTY DIRECTOR ING. NICOLA CAJANO AND TWO ASSOCIATES WILL BE IN CALIFORNIA JULY 28 THROUGH AUGUST 2 TO VISIT DATA PROCESSING CENTERS AND RELATED INSTITUTIONS. PARTICULAR INTEREST RELATES TO COMPANY'S ROLE, UNDER CONTRACT TO ITALIAN MINISTRY OF FINANCE, OF STUDYING, DESIGNING AND MANAGING THE NEW NATIONAL TAX REGISTER COMPUTER CENTER. EMBASSY WOULD APPRECIATED ANY ASSISTANCE PROVIDED TO CAJANO NOT ONLY BECAUSE THIS VENTURE REPRESENTS AN IMPORTANT POTENTIAL EXPORT OF U.S. COMPUTER PRODUCTS AND TECHNOLOGY, BUT ALSO BECAUSE SUCCESS OF ITALIAN GOVERNMENT'S COMPUTERIZED TAX REGISTER IS AN IMPORTANT PART OF GOI ECONOMIC RECOVERY PROGRAM.

2. REFTELS DETAIL VISIT LATE LAST YEAR OF PROFESSOR CARLO SANTACROCE, PRESIDENT OF ITALSIEL, GOVERNMENT-CONTROLLED AND THE UNCLASSIFIED

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LARGEST SOFTWARE AND COMPUTER SYSTEMS COMPANY IN ITALY. ITALSIEL IS THE MAJORITY STOCKHOLDER IN SOCIETA GENERALE D'INFORAMTICA; THE LATTER IS ACTUALLY A SPIN-OFF OF ITALSIEL CREATED EXCLUSIVELY TO HANDLE THE GOI TAX PROGRAM SANTACROCE'S TRIP WAS FOR REASONS SIMILAR TO CAJANO'S, BUT WAS NOT, AS IT TURNED OUT, ORGANIZED UNDER FOREIGN BUYER PROGRAM.

3. CAJANO HAS NOT RPT NOT SPECIFICALLY REQUESTED ANY PRIOR APPOINTMENTS. WE HAVE, HOWEVER, SUGGESTED THAT HE CONTACT SAN FRANCISCO COMMERCE DISTRICT OFFICE IF ANY ASSISTANCE REQUIRED. HOTEL IN SF UNKNOWN AT THIS TIME; HE WILL BE AT STATLER HILTON IN NEW YORK FROM 24TH TO 26TH. WE UNDERSTAND THAT IBM OFFICE IN ROME HAS ARRANGED VISIT 29 JULY TO COMPUTER TAX OFFICE OF STATE OF CALIFORNIA (COMPANY WAS TOLD THAT CALIFORNIA HAS MOST ADVANCED SUCH SYSTEM IN U.S.; SPECIAL INTERESTS THERE ARE METHODS FOR MAINTAINING INDIVIDUAL PRIVACY AND SYSTEM SECURITY OF TAX RECORDS).

4. TRAVELING WITH CAJANO ARE ING. CARLO SPRECACENERE AND ING. GIANCARLO TATONE. ALL SPEAK ENGLISH. FOLLOWING ARE BIOGRAPHIC NOTES ON CAJANO: BORN 1941 AT SILVI (TERAMO), ITALY; MARRIED, ONE SON. UNIVERSITY DEGREE IN ELECTRONIC ENGINEERING FROM ROME UNIVERSITY IN 1965. 1965, WITH SPECIAL PURPOSE COMPUTER OFFICE OF SELENIA (GOVERNMENT DEFENSE ELECTRONICS FIRM); 1966-1970, IN GENEVA AT CERN (EUROPEAN ORGANIZATION FOR NUCLEAR RESEARCH), IN CHARGE OF INDUSTRIAL AND SCIENTIFIC APPLICATIONS FOR COMPUTERS. JOINED ITALSIEL IN 1970 AS DIRECTOR OF COMPUTER SERVICES. IN ADDITION TO ROLE AS DEPUTY DIRECTOR OF SOCIETA GENERALE D'INFORMATICA HE IS ALSO DIRECTOR OF SYSTEMS AND TECHNIQUES THERE. GARDNER

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